

**GOVERNMENT OF INDIA
FINANCE
LOK SABHA**

UNSTARRED QUESTION NO:2352
ANSWERED ON:23.07.2004
LIC AGENTS
Chandrappan Shri C.K.

Will the Minister of FINANCE be pleased to state:

- (a) the number of Development Officers were working in LIC in 2002-2003 and the number of agents working under them;
- (b) the total amount given to the Development Officers during this period as incentive; `
- (c) the total amount given to the agents as commission; and
- (d) the procedure adopted in appointing LIC Development Officers and the LIC agents?

Answer

MINISTER OF STATE IN THE MINISTRY OF FINANCE (SHRI S.S. PALANIMANICKA1VI)

(a) to (c): The Life Insurance Corporation of India (LIC) has informed that the total number of the Development Officers working with them in 2002-03 were 19457 and the total number of agents working under these Development Officers during this period were 867396. The total amount paid to the Development Officers in the form of incentives during the year 2002-03 was Rs.576.94 crores and the total amount paid to the agents in the form of commission during year 2002-03 was Rs.4998.61 crores.

(d): LIC recruits Development Officers as per the provisions of Life Insurance Corporation of India (Recruitment of Development Officers) Regulations, 1998 which had been published in the Gazette of India. The Development Officers are selected from three categories namely, employees, agents and open market. The selection procedure include applications through advertisement/notification, written test and interview. The duties of Development Officers are to introduce suitable persons to the Corporation for appointment as new agents and to guide, supervise and direct the activities of the agents placed under his supervision. His duties also involve activising existing agents and motivating new agents.